

SEMINOLE COUNTY GOVERNMENT AGENDA MEMORANDUM

SUBJECT: RFP-4227-04/GMG – Concession Operation Agreement, Snacks, Beverages, Hot/Cold Vending Services for County Services Building, Courthouse and Criminal Justice Center Locations (Revenue Contract)

DEPARTMENT: Administrative Services

DIVISION: Purchasing and Contracts

AUTHORIZED BY: Frank Raymond

CONTACT: Tammy Roberts

EXT: 7115

MOTION/RECOMMENDATION:

Approve Amendment #5 to RFP-4227-04/GMG – Concession Operation Agreement, Snacks, Beverages, Hot/Cold Vending Services for County Services Building, Courthouse and Criminal Justice Center Locations, with Snack Time Vending, Inc., Longwood (Revenue Contract).

County-wide

Ray Hooper

BACKGROUND:

RFP-4227-04/GMG provides for vending concession operations for the County Services Building, Courthouse and Criminal Justice Center. Amendment #5 will allow for price increases in conjunction with the 13% increase from M&M Mars, Hershey, and Nestle, and additional increases from Chef America on Hot Pockets, Kraft, and PepsiCo. The increase request is based on the current market conditions, cost of gas and increase in products.

Supporting documents including the 5th amendment as prepared by the County Attorney's Office.

STAFF RECOMMENDATION:

Staff recommends that the Board approve Amendment #5 to RFP-4227-04/GMG – Concession Operation Agreement, Snacks, Beverages, Hot/Cold Vending Services for County Services Building, Courthouse and Criminal Justice Center Locations, with Snack Time Vending, Inc., Longwood (Revenue Contract).

ATTACHMENTS:

1. Amendment #5
2. Price increase documents

Additionally Reviewed By:

☐ County Attorney Review (Ann Colby)

**FIFTH AMENDMENT TO CONCESSION OPERATION AGREEMENT
SNACKS, BEVERAGES, HOT/COLD VENDING SERVICES FOR COUNTY SERVICES
BUILDING, COURTHOUSE AND CRIMINAL JUSTICE CENTER
(RFP-4227-04/GMG)**

THIS FIFTH AMENDMENT is made and entered into this _____ day of _____, 20____, and is to that certain Agreement made and entered into March 31, 2005, as amended August 23, 2005, March 29, 2006, June 6, 2006, and June 20, 2007, between **SNACK TIME VENDING, INC.**, whose address is 2480 N. Ronald Reagan Boulevard, Longwood, Florida 32750, hereinafter referred to as "VENDOR", and **SEMINOLE COUNTY**, a political subdivision of the State of Florida, whose address is Seminole County Services Building, 1101 East First Street, Sanford, Florida 32771, hereinafter referred to as "COUNTY".

W I T N E S S E T H:

WHEREAS, the VENDOR and COUNTY entered into the above-referenced Agreement on March 31, 2005, as amended August 23, 2005, March 29, 2006, June 6, 2006, and June 20, 2007, for concession operations at the County Services Building, Courthouse, and Criminal Justice Center; and

WHEREAS, the parties desire to amend the Agreement so as to enable both parties to continue to enjoy the mutual benefits it provides; and

WHEREAS, Section 25 of the Agreement provides that any amendments shall be valid only when expressed in writing and duly signed by the parties,

NOW, THEREFORE, in consideration of the mutual understandings and agreements contained herein, the parties agree to amend the Agreement as follows:

1. Exhibit "B" of the Agreement is deleted and replaced with the new Exhibit "B", attached hereto.

2. Except as herein modified, all terms and conditions of the Agreement shall remain in full force and effect for the term of the Agreement, as originally set forth in said Agreement.

IN WITNESS WHEREOF, the parties hereto have executed this instrument for the purpose herein expressed.

ATTEST:

SNACK TIME VENDING, INC.

By: _____
CANDICE JACOBS, Vice-President

(CORPORATE SEAL)

Date: _____

ATTEST:

BOARD OF COUNTY COMMISSIONERS
SEMINOLE COUNTY, FLORIDA

MARYANNE MORSE
Clerk to the Board of
County Commissioners of
Seminole County, Florida.

By: _____
BRENDA CAREY, Chairman



Date: _____

For the use and reliance
of Seminole County only.

Approved as to form and
legal sufficiency.

As authorized for execution
by the Board of County Commissioners
at their _____, 20____
regular meeting.

County Attorney

AEC/lpk

7/15/08

P:\Users\Legal Secretary CSB\Purchasing 2008\Agreements\RFP-4227 5am.doc

Attachment:

Exhibit "B" - Rate Schedule

Exhibit B
Price Sheet
RFP-4227-04/GMG – Amendment #5

ITEM	DESCRIPTION	UNITS	CURRENT UNIT PRICE	REVISED UNIT PRICE
1.	Milk, Sunny Delight, Malta	each	.50	.75
2.	Muffins, bagels, yogurt	each	.85	1.00
3.	Sausage biscuit, soup, oatmeal	each	1.10	1.25
4.	White Castles, cut sandwiches, Hot Pockets	each	1.35	1.75
5.	Burgers, 6" subs, Pierre sandwiches	each	1.65	2.00
6.	Large subs, salads, dinners	each	2.00	2.50
7.	Large chips	each	.80	1.00
8.	Small chips	each	.60	.80
9.	Crackers	each	.55	.65
10.	Candy	each	.75	.85
11.	Pastry	each	.85	1.00
12.	Cookies	each	.85	1.00
13.	Prem. Pastry	each	1.00	1.25
14.	Gum/mints	each	.55	.65

Snack Time Vending, Inc.



February 5, 2008

Dear Valued Customer:

This is a notice that we are very unhappy to be sending you. Due to unforeseen circumstances, we are forced to increase the price of some of our product lines. The following is a list of vendors that have raised our prices, without advanced notice, effective immediately.

M&M Mars :	Has had their 2 nd increase in a week totaling 13%
Hershey's:	Has increased the cost of their vend size and king size candy by 13%
Nestle:	Has implemented a 13% increase
Chef America:	Has announced an increase on all Hot Pockets

We apologize for the inconvenience this will cause you and your customers. Please be assured that we are as surprised and concerned about this as you all are. If we obtain any information on other companies that are following suit, we will supply you with as much forewarning as possible. Our staff will be available to answer any questions you may have. Please feel free to contact us at 1/800-334-3234 or via email at vsistaff@vendservice.com.



March 4, 2008

Herr's Vending Customers

Dear Sir or Madam:

Due to the unfortunate rise in cost to conduct business at the listed prices presently in existence, we find we must adjust our prices in the very near future.

The rising cost of raw materials has been to a degree unprecedented in the business as we have known it. Examples of the increases we are enduring are as follows:

Potatoes +3.6%, Yellow Corn +51.1%, White Corn +47.1%, Veg. Oil +142.9%, Flour +89.4%.

Add to these the elevated costs of fuel (shipping), medical benefits and utilities and it is easy to see why things have become so difficult.

Accompanying this e-mail is the Herr's Vend Price Sheet that will go into effect on Monday May 5, 2008. All products shipped from that date forward will reflect the new price structure for Herr's Vending items.

It is with our displeasure that we must do this but there really is no other choice. Surely we will do everything we can to serve you with the finest products available for your snack vending needs.

It is our hope this advanced notice supplies you with ample time to make necessary adjustments to your business needs. We truly appreciate your support of the Herr's fine family of products.

Sincerely,

Tony Mortellite
V-P Sales and Development

20 HERR DRIVE • NOTTINGHAM, PA • 19362
PHONE: (610)932-9330 • FAX: (610)932-0631



March 14, 2008

John Edwards
Vend Service Ocala
6161 SE 78th Street
Ocala, FL 34472

Dear John,

All of the members of the Cloverhill team sincerely appreciate the strong partnership that we have developed with you and your organization. Since we began in the bakery business over 40 years ago we have continued to have a special connection to the industry and remain very committed to its growth and continued development. We believe that being a good partner means that we need to be open with communications when dramatic changes in the production side of the business cause adjustments that will affect you.

Soaring demand, rising oil prices and government mandated bio-fuel use have sent many of the major commodities we purchase to their highest levels in history. Wheat has more than tripled, eggs more than doubled, and oil related products such as shortening and margarine have increased 60%-90%. Additionally, we continue to experience significant increases in petroleum related services and packaging.

To offset these increases we have taken every possible step to increase efficiencies while maintaining the high quality that has performed well for all of us for many years. These efforts have been very effective but unfortunately we have reached a level that requires that we pass along these costs in the form of a market wide price increase. We have attached a revised price list and product list for your convenience. It will take effect on all orders placed on or after April 30, 2008.

As we navigate through these volatile commodity markets and evaluate their effects on our product costs, we will continue to keep you updated.

We truly appreciate the strength of our partnership and remain dedicated to helping you serve your customers with the highest quality and best tasting products possible.

Sincerely,

Rusty Jackson
VP Of Special Markets
RJ/er

NC: E
C: E
Bro: PUL

CLOVERHILL PASTRY-VEND CORP • 2035 N. NARRAGANSETT AVE • CHICAGO, IL 60639-3843
PHONE: (773) 745-9800 • FAX: (773) 745-1647 • E-MAIL: bakery@cloverhill.com

Flowers Specialty Snack Sales
5087 South Royal Atlanta Drive
Tucker, Georgia 30084
t 770.723.0173
f 770.496.1664

600495 OF



Flowers Specialty
SNACK SALES

March 17, 2008

To: Flowers Foods Vend Distributors

Re: Price Increase

Due to the continued unprecedented cost increases we are having in ingredients and fuel, we will be having a price increase effective with orders you send to us starting Wednesday, April 23rd for Thursday sales May 1, 2008 (product you receive from us on April 29th or April 30th).

Please reflect these new prices in your May order guides.

See attached new price list.

We appreciate your business and support!

Sincerely,

Cliff Whitehead

Cliff Whitehead, NCE

Vice President / Director of Vend Sales

**Vending & OCS**

March, 2008

To Our Valued Kraft Vending and OCS Customers,

We are announcing a price increase across the Coffee portfolio as a result of rising raw material costs. Kraft has taken steps to minimize this impact where possible, but now finds it necessary to pass on some of these increased costs. As a result, we will be raising prices effective March 14, 2008.

We value your business and appreciate your understanding of this situation. Please contact your Kraft Sales Representative with any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Paul Schindelar". The signature is fluid and cursive, with a large initial "P" and "S".

Paul Schindelar
Vice President Sales
Vending and OCS

**Vending & OCS**

April 15, 2008

To Our Valued Kraft Vending and OCS Customers,

The food industry continues to experience rising costs particularly in the area of raw materials. Kraft has taken steps to minimize this impact where possible, but now finds it necessary to pass on some of these increased costs. As a result, we will be raising prices effective May 15, 2008. This pricing action will be an Open Buy.

The product categories affected include: dressings, branded snacks, baked goods, desserts and mac & cheese.

All orders with requested delivery dates after May 14, 2008 will reflect the new pricing. We value your business and appreciate your understanding of this situation. Please contact your Kraft Sales Representative with any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Paul Schindelar".

Paul Schindelar
Vice President Sales
Vending & OCS

**FOODSERVICE AND VENDING SALES**A Division of **PEPSICO**

DANA DUNN
 SNACK TIME VENDING
 2480 N RONALD REAGAN BLVD
 LONGWOOD, FL 32750-3743

April 29, 2008

Dear Valued Vending Customer:

Revised Pricing Communication

Over the past year, increased commodity, energy, transportation and packaging costs have created significant cost pressures. As a result, Frito Lay will make list price changes as detailed below with the related effective delivery date. Attached are revised price lists for these increases.

Price change, (effective delivery date noted), will be taken on the following items:

Large Single Size (LSS) Salty Snacks, Foodservice & Vending – June 15, 2008
 Bulk Salty Snacks, Foodservice & Vending – June 15, 2008
 Flat Earth SVL & LSS, Foodservice & Vending – June 15, 2008
 Stacy's LSS, Foodservice & Vending – June 15, 2008
 Crackers Single Serve, Foodservice & Vending – June 15, 2008
 Fun Size, Foodservice & Vending – June 15, 2008
 Grandma's 60 Ct East of Rockies, Foodservice & Vending – August 10, 2008
 Grandma's 33 Ct, Foodservice & Vending – August 10, 2008
 50 Ct Straight Pack, Foodservice & Vending – September 7, 2008
 50 Ct Variety Pack, Foodservice & Vending – September 7, 2008
 30 Ct Variety Pack, Foodservice & Vending – September 7, 2008
 Small Value Line (SVL) Salty Snacks, Vending – September 7, 2008

Weight outs will be taken on the following:

Grandma's 60 Ct East of Rockies weight out, Foodservice & Vending – August 10, 2008
 Grandma's 60 Ct West of Rockies weight out, Foodservice & Vending – August 10, 2008
 Grandma's 33 Ct weight out, Foodservice & Vending – August 10, 2008
 Grandma's Rich 'N Chewy weight out, Foodservice & Vending – August 10, 2008
 Grandma's Mini Cremes weight out, Foodservice & Vending – August 10, 2008
 Large Value Line (LVL) weight out, Foodservice & Vending – August 10, 2008
 Peanuts Tube weight out, Foodservice & Vending – August 10, 2008

Thank you for your continued support of our brands and our company. Our commitment remains strong to support the Foodservice and Vending industry with world-class brands and business building solutions to sustain long-term mutual growth.

Sincerely Yours,

PepsiCo Foodservice

7701 LEGACY DRIVE • PLANO, TEXAS 75024 • (972) 334-7000